Retailers Looking for Lower Prices in Women's Apparel

High Prices for Ready-Made Garments Shifting Trade to Piece Goods; Buyers Shopping at Wholesale

Hesitancy and caution, in some cases more pronounced than a few weeks ago, continue to characterize the rations of the retailers in the omen's wholesale apparel markets. A are said to be shopping more exten-sively than ever before, and are insisting on lower prices than the manu facturers and wholesalers are quoting.

The retail atmosphere is charged with a certain tenseness, based upon the expectation of some big changes in plain that they do not expect any big breaks in the market, although a few of, them state that in their opinion lower prices will prevail before the season is much further advanced. In the fur trade particularly there has been great pressure on the part of the retailers for lower prices, which in some cases have been met by the smaller manufacturers who are hard pressed for cash.

As the retailer views the situation, the present cost of garments is too

As the retailer views the situation, the present cost of garments is too high to permit an easy flow of merchandise to the general public, which has not cast off its economizing habit inaugurated over a year ago, according to reports. Visiting retailers from all sections assert that the volume of ready-to-wear passing to the public is showing a decline, while the yardage in place, goods for home sewing is showing an increase.

an increase.

Manufacturers say that they realize present prices are high, and attribute most of the "excess" to high wages in the cutting up industry. Until wages decline, they assert, lower prices are not possible, unless merchandise is to be sold at a loss, or at least without any profit. some manufacturers are quietly sell

ing some of their surplus silks and woolens, bought earlier in the season in anticipation of more business for finished garments than has materialized to date.

secording to extend longer credits, and the property of the policy of th Allany
tive credit can be addy granted
failure to retain the advantages al
ready gained by American merchane
doing business with the Philippine
lained is consider to be a grave business
mistake.

Manufacturers' Meeting Called
A national conference of manufacture
ere has been called in Chicago for
September 22 and 30 to consider to be a KANNO, MICH
September 22 and 30 to consider to the
industrial situation, particularly as af
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rey can enter upon a period of transportation, explained William Butterworth, president of the conference, if such as the conference of state Manufes,
September 22 and 30 to consider the work of the conference of state Manufes,
September 23 and 30 to consider the work of the such as th

Says Americans Can Compete in Argentina

WASHINGTON, Sept. 13. - Despite low prices quoted by German firms, American exporters are or equal terms with their European competitors in Argentine markets, from Commercial Attache Feely, at

said, "should not be placed on the the final or deciding factor. Quality ments carry great weight with the is felt that American bidders are on

American bids on freight cars at the recent letting of a contract in Argentina, the attache said, were far under the British and considerably lower than the Belgian. The Germans underbid all.

provement in some descriptions of leather little reflection was to be found in the general market.

Retailers' Brand Aim Of New Garment Body

Association to Exploit Jeanne Cherie Under Merchant's Own Name

or frailers, designed primarily to explore the branches of retailers, designed primarily to explore the branches of the branch of retailers, designed primarily to ex-

reached almost a standstill, owing to the unsettled prices for raw cotton. Reports from some of the Western jobbing concerns were to the offect that some jobbers have placed higher prices on the sheet in the sheet Reports from some of the Western Jabbing concerns were to the affect that
sems jobbers have placed higher prices
on the sheetings, muslins and other
staples they are now selling. As yet
the large sellers of staples here have
Gray goods were quiet, vesterage,
Gray goods were quiet, vesterage,
owing to the disposition of both buyers
and sellers to await a more settled
price on raw cotton. In trade circles
the intrinic value of cotton goods, and
the intrinic value of cotton goods.
The control of the consumer demand,
which is restricted by unemployment
and other curtailments in purchasing
A few converters and grament manue,
facturers have taken a profit on some
of the gray goods in hand by selling
without processing the goods or cutting them up into garments. One
of the gray goods in hand by selling
without processing the goods and selling
witho

ware, toys, luggage and trunks; 44 E.
Burger D. G. Co.; S. Phillips, waists,
corsets, brassleres; 1150 B'way, care of
Baer & Lillenthal.

Gilchrist Co.; Miss C. Townes, underwear; C. A. Durant, men's clothing, furnishings and hats; 200 8th av.
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wear, tourist goods, millinery, ribbons,
neckwear, leather goods, fewelry, umbrellas; 200 8th av.
Jordan, Marsh Co.; Frank Coleman,
dress goods; J. A. Belyea, women's neckwear and belts; P. J. Keefe, misses' coats,
skirts, bathing sults, furs; H. G. Howard,
millinery; W. N. London, leather goods,
P. McHugh, silks, dress goods; (basement)
Miss J. E. Rowell, corsets; D. E. Walsh,
wash goods, linings; C. J. Brady, general
midse, manager; Mr. riawkins, representling; 432 4th av.
E. Rowell, corsets; D. E. Walsh,
woolen piece goods; Makipin.
Fairclough & Gold; N. Fairclough, laces,
embroideries; 215 4th av.
W. A. Bacon Co.; Miss Fitzgerald,
women's knit underwaar; McAlpin,
R. H. White Co.; Miss Fitzgerald,
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av.

T. Slattery: Miss Hutchins, silk and on dresses: 10 E. 82d st.
reenwood & Sons; I. W. Greenwood, i paper; Herald Square.
Itene's. Upstairs buyers: Mr. Hunting, men's coats; Mr. Bullock, women's sults. Miss

Ex-Employees lowing conditions: "First—Where such claim or claims is or are in connection with or incidental to the construction of another ship or ships, drydock, wharf or terminal facilities, housing or transportation facilities; or, "Second—Where the amount of just compensation has not herestoors been

and Clerks Will Not Be Recognized in Pleas to Adjustment Commission irst Cases To-morrow ules to Provide for Second—Where the amount of Just compensation has not heretofore been determined according to law, and where "(a) The United States shall have cancelled, modified or suspended any contract or made use of, occupied, assumed, requisitioned, acquired or taken over any plant or part thereof, or any ship, charter or material; or "(b) The President shall have requisitioned or assumed the control of any drydock, wharf, lighterage system or

Rice. Rules to Provide for Prompt Disposition of Prompt Disposition of Pending Claims Adopted

And Prompt Disposition of Pending Claims Adopted

And Wood. Atting. WASHINGTON, Sept. 13.—Former attorneys, officers, clerks or employees of the United States Shipping Board of the Emergency Fleet Corporation, will swoom not be recognized or dealt with in any claim before the United States Claim Commission, Judge Walter D. Meals, Miss Chairman of the commission announced chairman chairm

Miss Griffin, asst. rep. of indse.; to-day in making public comprehensive rules of procedure to govern the work of the tribunal.

"This commission," Judge Meals announced, "has adopted certain rules to construction therein suitable for the sand misses' coats and sults; Mr. of the tribunal.

"This commission," Judge Meals announced, "has adopted certain rules to construction thereon of houses for the improved or unimproved land or any interest therein suitable for the construction thereon of houses for the use of employees and the families of employees of shippards in which ships to begin the hearing of all such claims as are now ready for submission about their families, together with the land

The commission, which is composed of Judge Meals, Homer L. Ferguson, Frederic W. Wood, Arthur W. Teele and Captain Richard M. Watt, as mem-

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ment and liquidation by the United States Shipping Board."

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BICHMOND, VA.

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Southern Wholesale D. G. Co.; N. H. Johnson, representing; 256 Church st.

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miller, men's furnishings; C. E. Kundinst, white goods; W. L. Long, upholstery, carpets, blankets; 422 4th av. Y. KUNGSTOWN, PA. Strouss-Hirshberg Co.; Miss Martha C. Hull, art needlework, yarns; 1150 B'way. ing and determination in any case where the Shipping Board is authorized to adjust, sottle or liquidate claims now existing against the United States or the Shipping Board or Emergency Fleet Corporation under the following conditions:

Army Orders WASHINGTON, Sept. 13 .- Army orders issued to-day follow: From The Tribune's Washington Bure

nile. Miller, Col. H. W., Adj. Gen., to Washington.
Miller, Maj. T., Gen. Staff, to Washington.
Juenemann, Lt. Col. G. F., Med. C., to
Walter Reed Hospital.

From The Tribune's Washington Bureau issued to-day follow:

ings for the use of such employees and their families, together with the land on which they were erected, or any interest therein, any necessary and proper fixtures or furnishings therefor or any necessary conveniences or facilities incidental thereto."

"Upon conclusion of the hearing," the commission's announcement said "the

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